



CANNON BUILDING  
861 SILVER LAKE BLVD., SUITE 203  
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE  
**DEPARTMENT OF STATE**

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500  
FAX: (302) 739-2711  
WEBSITE: WWW.DPR.DELAWARE.GOV

<b>PUBLIC MEETING NOTICE:</b>	<b>REAL ESTATE EDUCATION COMMITTEE</b>
<b>MEETING DATE AND TIME:</b>	<b>Thursday November 6, 2008 at 9:30 a.m.</b>
<b>PLACE:</b>	<b>Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware</b>

**AMENDED AGENDA**

(Amended items are noted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
  - 2.1 Meeting Minutes – October 1, 2008
- 3.0 Unfinished Business
  - 3.1 Continuing Education Audits
- 4.0 New Business
  - 4.1 Review of Letters of Intent and Course Evaluations
  - 4.2 Review of Course Provider Applications
    - 4.2.1 Course Provider: Lorman Business Center, Inc. dba Lorman Education Services
      - 4.2.1.1 Course Title: Subdividing Real Property: Legal, Practical and Technical Issues
      - Credit Hours: 7
    - 4.2.2 Course Provider: NBI, Inc. DBA National Business Institute
      - 4.2.2.1 Course Title: Real Estate Closing A-Z: Navigate Your Closings With Confidence
      - Credit Hours: 6
    - 4.2.3 Course Provider: Davis Law, LLC
      - 4.2.3.1 Course Title: Housing and Economic Recovery Act of 2008
      - Credit Hours: 2
      - 4.2.3.2 Course Title: Navigating Short Sales: Pitfalls and Practice Tips
      - Credit Hours: 2

4.2.4 Course Provider: Omega Real Estate School

- |         |               |  |
|---------|---------------|--|
| 4.2.4.1 | Course Title: | Maximizing Your Strategies                           |
|         | Credit Hours: | 3  |
| 4.2.4.2 | Course Title: | Real Estate is your Profession – What is Your Niche? |
|         | Credit Hours: | 3  |

4.2.5 Course Provider: New Castle County Board of REALTORS

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|---------|---------------|--|
| 4.2.5.1 | Course Title: | Property Management                                      |
|         | Credit Hours: | 3  |
| 4.2.5.2 | Course Title: | Getting Started in Real Estate                           |
|         | Credit Hours: | 3  |
| 4.2.5.3 | Course Title: | Understanding Agency                                     |
|         | Credit Hours: | 3  |
| 4.2.5.4 | Course Title: | How to Get Debt Free – Preparing for the Future          |
|         | Credit Hours: | 3  |
| 4.2.5.5 | Course Title: | Communication – The Key to Selling                       |
|         | Credit Hours: | 3  |
| 4.2.5.6 | Course Title: | Legislative Issues Relating to the Real Estate Agent     |
|         | Credit Hours: | 3  |
| 4.2.5.7 | Course Title: | Environmental Considerations in Real Estate Transactions |
|         | Credit Hours: | 7  |
| 4.2.5.8 | Course Title: | The GREEN Home, Interior & Exterior                      |
|         | Credit Hours: | 3  |
| 4.2.5.9 | Course Title: | Disclosure Seminar                                       |
|         | Credit Hours: | 3  |

4.3 Review of Instructor Applications

- |       |   |
|-------|---|
| 4.3.1 | John James Conly  |
|       | Continuing Education: Professional Enhancement: Title/Settlement  |
| 4.3.2 | Michael Isaacs  |
|       | Continuing Education: Professional Enhancement: Real Estate   |
| 4.3.3 | William Bailey  |
|       | Continuing Education: Professional Enhancement: Eminent Domain Compensation   |
|       | Broker's Course: Legal and Governmental Aspects of Real Estate  |
| 4.3.4 | Mark Dunkle   |
|       | Continuing Education: Professional Enhancement: Eminent Domain  |
| 4.3.5 | Heidi Balliet   |
|       | Pre-Licensing: Real Estate Law  |
| 4.3.6 | Joseph Kreisher   |
|       | Continuing Education: Federal, State or Local Legislative Issues, Fair Housing Law, Anti-Trust Law, Real Estate Ethics or Professional Standards, Agency Relationships and Responsibilities, Professional Enhancement for Practicing Licensees, Salesperson Core Course(s), Broker Core Course(s), Property Management Course |
|       | Pre-Licensing: Orientation, Real Estate Sales   |
| 4.3.7 | James Landon, Esq.  |
|       | Continuing Education: Salesperson Core Course   |
|       | Pre-Licensing: Real Estate Law  |
| 4.3.8 | Stephen Johns   |
|       | Continuing Education: Professional Enhancement: Land Use Development  |

- 4.3.9 Ted Williams  
Continuing Education: Professional Enhancement: Subdivision, Zoning and Land Development
- 4.3.10 A. Kimberly Hoffman  
Continuing Education: Federal, State or Local Legislative Issues/Fair Housing Law/Real Estate Ethics or Professional Standards/ Agency Relationships and Responsibilities

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Reshid Walker  
Activity Title: NAR Code of Ethics  
Credit Hours: 3
- 4.4.2 Student Name: Reshid Walker  
Activity Title: Fair Housing  
Credit Hours: 3
- 4.4.3 Student Name: Reshid Walker  
Activity Title: Buyer Representation  
Credit Hours: 3
- 4.4.4 Student Name: Reshid Walker  
Activity Title: TAX Favorable Real Estate Transactions  
Credit Hours: 3.75

4.5 Schedule 2009 Meeting Dates

5.0 Correspondence

5.1 Review Letter from Donna Godfrey Regarding CE Required for 2009 License Renewal

5.2 Review Letter from Linda Schultz Regarding LEED Courses/Green Building

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – December 4, 2008

9.0 Adjournment

**Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:**

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

**A final amended agenda will be published to reflect any items received after the original agenda is posted.**

**Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.**

**Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.**

**MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.**